



Business Opportunities Seminar

"Demystification of the Asian Development Bank"

November 10, 2004

The Asian Development Bank (ADB) Headquarters
Manila, Philippines

SEMINAR PROGRAM

- | | |
|------------------|---|
| 8:30-9:00 a.m. | Registration of participants |
| 9:00-9:15 a.m. | Opening Address by Ambassador Paul W. SPELTZ
US Executive Director to the ADB |
| 9:15-9:30 a.m. | Welcome Remarks by Mr. Philip DALTROP
Principal Director, Central Operations Services Office |
| 9:30-10:00 a.m. | Business Opportunities with the ADB
Mr. Frank FOSTER, Director
US Commercial Service Liaison Office to the ADB |
| 10:00-10:15 a.m. | Coffee Break |
| 10:15-10:45 a.m. | Identifying Business Opportunities
Mr. Ignatius SANTOSO, Principal Procurement Specialist <ul style="list-style-type: none">- Use of the ADB website- Consulting Opportunities- Supply of Goods and Works- Introduction of the afternoon sessions |
| 10:45-11:45 a.m. | Private Sector Operations
Mr. Robert BESTANI, Director General
Private Sector Finance Department |
| 11:45-12:00 noon | Private Sector Participant Presentation
Mr. Richard J. HIRSCH, Senior Vice President
The Louis Berger Group, Inc. |
| 12:00-1:15 p.m. | Lunch Break
Luncheon Presentation – "Forces of Change within the ADB"
To be determined |

1:15 – 4:30 p.m. Concurrent Break-out Sessions

<p>Group 1: Goods and Civil Works Suppliers, Manufacturers, Contractors</p> <p>Mr. Richard Marshall Director Project Coordination and Procurement Division</p> <p>Mr. Ignatius Santoso Principal Procurement Specialist, ADB</p> <p>Room: Briefing Room</p>	<p>Group 2: Consulting Services Consultants</p> <p>Mr. Robert Robertson Director Consulting Services Division</p> <p>Mr. Gregory London Principal Consulting Services Specialist, ADB</p> <p>Room: Display Room</p>	<p>Group 3: Private Sector and Co-financing Financiers, Investors, Privately Financed Project Developers</p> <p>Mr. Robert Bestani, Dir General, Private Sector Finance Dept, ADB</p> <p>Room: Mini Theater</p>
<p>1:15 – 2:30 p.m.</p> <ul style="list-style-type: none"> • The Project Cycle • ADB's Guidelines for Procurement • Preparation of Responsive Bids 	<p>1:15 – 2:30 p.m.</p> <ul style="list-style-type: none"> • The Project Cycle/ Business Potential • How to be shortlisted: <ul style="list-style-type: none"> -DACON/DICON systems -Expressing of Interest -Shortlisting Procedures -Preparation of Technical Proposal -Preparation of Financial Proposal 	<p>1:15 – 2:30 p.m.</p> <ul style="list-style-type: none"> • Catalyzing investments <ul style="list-style-type: none"> -equity investments -loans -guarantees -complimentary financing scheme
<p>2:30 - 3:00 p.m.</p> <p>Coffee Break</p>	<p>2:30 - 3:00 p.m.</p> <p>Coffee Break</p>	<p>2:30 - 3:00 p.m.</p> <p>Coffee Break</p>
<p>3:00 - 4:30 p.m.</p> <ul style="list-style-type: none"> • Bid Evaluation • Domestic Preference • Disbursement Procedures • Redress Procedures • Questions and Answers 	<p>3:00 - 4:30 p.m</p> <ul style="list-style-type: none"> • ADB's TA Operations • Contract Negotiations/ Administration • Redress Procedures • Questions and Answers 	

5:00 pm-6:30 pm Cocktail Reception